COACHBUILDER INFORMATION UPDATE

Date: October 11, 2013
Bulletin Number: XTS 26
Subject: CMC Order Processing

To: Cadillac Master Coachbuilders (CMCs)

With the increased awareness and demand for the XTS based Professional Vehicles (PV), many Cadillac retail dealers are starting to inquire about how to purchase PV (**Limo, Hearse, or Short-Stretch**) vehicles for stock and sale opportunities. As you know, these Cadillac retail dealer inquiries are re-directed to your CMC website or sales distributors for follow-up with the inquiring dealer.

CMCs are encouraged to work with the local Cadillac retail dealer on sales to local funeral homes and livery operators but as a reminder, only the Cadillac retail dealer can sell the companion vehicles (i.e. Escalades) as stated in Section 3.3,

> **"Manufacturer cannot purchase or acquire any other Cadillac or GM production vehicle not defined under this agreement from any Cadillac or GM Dealer with the intent to resale that vehicle, for example as a companion vehicle, to their final customer. Manufacturer is only authorized to sell their End Products (i.e., Limo, Hearse, or Short-Stretch). The sale of companion vehicles must be arranged with a Cadillac Dealer."**

The Cadillac retail dealer is not to be confused with the "ordering dealer" you have identified in your CMC Agreement. Your ordering dealer is the only dealer available to order the incomplete vehicle chassis (+B9Q, +V4U, +W30 order types) for your business. These options are not available for retail dealer ordering and are not in the Cadillac Model Lineup.

To clarify the requirements of your ordering dealer, the attached "CMC Agreement Ordering Dealer Requirements" letter was sent out which explains their responsibility for vehicle ordering under their separate agreement between you and the dealer. Orders processed under this agreement will only be processed thru your designated ordering dealer and delivered to your designated location. No other dealers or locations outside of those specified in the Agreement are allowed without prior written GM approval. Also, under Article 3.5, **"Manufacturer** (CMC) **agrees to purchase Vehicles from its Dealer..."** requires the transfer of the Manufacturer's

Statement of Origin (MSO) from the Cadillac ordering dealer to the CMC. The Cadillac dealer must convey ownership of the chassis to the CMC prior to any modifications being made as stated in Article 5.2 of the Agreement ("**Manufacturer agrees not to perform any modifications or alterations to the Vehicle until issuance of the MSO")**.

Please call Ray Bush at (313) 667-8682 if you have any questions.